

JAPAN'S BUYERS IN WASHINGTON

TOKYO OFFICE:
I-chome, Tenmachi,
Akasaka, Tokyo,
JAPAN
Telephone No. 6267, Shiba

**THE
CONSISTENT ECONOMIC COMPANY**
(IMPORTERS, EXPORTERS AND
GENERAL COMMISSION AGENTS)
I-chome, Tenmachi, Akasaka,
TOKYO, 5. 11. '19.

CODES USED:
A.B.C. No. 24.
Director: M. UHARA
Manager: ALFRED E. FREENY

The W.M. Freeny Co., Inc.,
611, 14th. Street, near F
Washington, D.C.

Gentlemen,

We should like to have samples of your woolens, flannels, tweeds and serges, and your illustrated book. In quoting prices, please let us know the cost per yard; the cost per roll, and the width and length; and the cost per suit (coat, vest and trousers) if tailored by you.

If you will also send us samples of fabrics suitable for ~~winter~~ during the Spring and the Summer, we shall be greatly obliged. We believe we may be able to place an order with you for the Spring and Summer goods, if they are suited to conditions here.

Trusting to hear at an early date, and hoping to be able to enter into negotiations that will be of mutual benefit to both sides.

We are, Gentlemen,
Yours faithfully
Alfred E. Freeny

THE CONSISTENT ECONOMIC CO.
No. 11, I-chome, Tenmachi,
TOKYO, JAPAN.

The W. M. Freeny Co., Inc.,
611, 14th. Street,
Near F.
Washington, D.C.,
UNITED STATES OF AMERICA.

We quote the best terms.

Our attention given to all orders.

It has been a question for us to decide; should we negotiate with Japan to sell our enormous yardage of woolens and trimmings in storage at a handsome profit and retire from the tailoring business, or should we continue to let Washington derive the benefit of our stock which we bought when woolens were selling so much lower than they are today that our prices are conservatively marked about one-half the prices charged by other first-class tailors.

The temptation was great when the buyers from Japan made us an offer to purchase our entire yardage of woolens and trimmings in storage, and also that on display in our showrooms, at about 300 per cent profit spot cash, and even that enormous profit was much less than we could duplicate them for in today's market.

Our decision is to let our Washington customers have them and have them at the old prices, which permits us to continue to tailor your clothes to order from \$35 to \$75, giving you the finest woolens and trimmings from the best mills at home and abroad in an endless variety of beautiful patterns which are sure to please the man of most fastidious taste. We have sufficient yardage of these fine materials contracted for and in our storage rooms to supply our trade until the spring of 1921. We have pledged ourselves to our customers and the men of Washington to sell our entire stock at these prices no matter how much higher the prices of woolens may go and no matter what the labor conditions may be.

Our shops are exceptionally well organized with a force of the finest skilled men tailors obtainable. These men are loyal to us, giving us a full 100 per cent production under the profit-sharing plan. Incidentally our customers derive the benefit by dealing with a firm which is so fortunate in having an organization of tailors operating under this principle.

The W. M. FREENY CO., Inc.

Tailors and Direct Importers
of Exclusive Woolens

611 Fourteenth Street N. W.